

# Ask.Advise.Refer

## Three Minutes or Less Can Save Lives

Maggie Smet, RDH  
Professional Outreach Coordinator  
Kansas Dept. of Health & Environment  
Office of Oral Health

# 30 Seconds to Save a Life

*It's not hard to steer smokers toward  
tobacco cessation*

# What Does It Take?

- **Ask** if patient smokes
- **Advise** patient to quit
- **Refer** smoker to telephone quitline

# How Do I Do That?

- Give patient number: 1-800-422-6237
- OR check [www.smokefree.gov](http://www.smokefree.gov) for state quitline number
- KANSAS QUIT LINE:  
1-866-KAN-STOP  
( 1-866-526-7867)

# Why Do This?

- 46 million Americans smoke, and 70 percent want to quit
- Patients are twice as likely to try quitting with advice from a clinician
- Chances of success at least double with a call to the quitline
- New drugs help smokers kick the addiction

# Why Use Ask.Advise.Refer?

- No other single intervention will make a bigger difference in saving lives and avoiding disability.

# How Hard Is It?

- It takes 30 seconds to save a life. This is very real— half of all smokers will die from smoking.

# Kansas Quit Line:





# The National Card



<http://www.askadviserefer.org>

# Ask. Advise. Refer.

## Step 1: Ask

### 1 Minute

 Systematically ask every client about tobacco use at every visit.

Determine if client is current, former, or has never tobacco user.

Determine what form of tobacco is used.

Determine frequency of use.

Document tobacco use status in the dental record.

# Step 2: Advise

## 1 Minute

- ☞ In a clear, strong, and personalized manner, urge every tobacco user to quit.
- ☞ Tobacco users who have not succeeded in previous quit attempts should be told that most people try repeatedly (on average 3 to 8 times) before permanent quitting is achieved.
- ☞ Employ the teachable moment: link oral findings with advice.

# Step 3: Refer

## 1 Minute

- ❖ **Assess if client is willing to make a quit attempt.**
- ❖ **Assist those who are willing to quit by providing information on:**
  - Statewide or national quitlines
  - Statewide or national websites
  - Local cessation programs
- ❖ **Use proactive referral if available**
  - Request written permission to fax contact information to a cessation quitline or program. Inform the client that cessation program staff will provide follow-up.
  - Complete fax referral and document in dental record.
- ❖ **Use reactive referral**
  - Provide client with contact information for cessation quitlines, websites, and/or local programs.

# Scripts: Determine if the client uses tobacco.

Ask about the type and amount of tobacco used.

- *"Do you use tobacco in any form "*
- *"Have you ever used tobacco in the past"*

If **Yes**,

- *"How many cigarettes per day do you smoke"*
- *"How many cigars per day do you smoke?"*
- *"How many bowls of pipe tobacco do you use per day"*

If client uses **spit tobacco**:

- *"How many cans of snuff a day do you use?"*
- *"How many pouches of chew per week do you use?"*
- *"Do others in your household use tobacco?"*

# For the client who never regularly used tobacco:

- Congratulate the client and encourage continued abstinence.
- *“Congratulations, you have made a wise decision to protect your health.”*
- *“Congratulations on being a non-smoker.”*

# For the client who quit using tobacco.

- Congratulate the client and encourage continued cessation.
- *“Congratulations, you made a wise decision.”*
- *“Congratulations on quitting tobacco use. There are some good programs to help you remain tobacco-free. I can give you the contact information.”*

# For the client who currently uses tobacco.

## Provide clear, strong and personalized messages advising the client to quit.

- *“Have you thought about quitting?”*
- *“As your dental hygienist,(nurse, doctor, ect.) I must advise you to stop smoking now.”*
- *“Whether or not you want to quit, I can help you.” **Let me give you the phone number for the statewide quitline. You can receive free counseling on how to quit and remain tobacco-free.**”*
- *“Quitlines have had proven success in helping people get through the difficult stages of quitting and most people prefer to use them.”*
- *“I know quitting smoking is very difficult. **Even people who do not want to quit are successful.** Sometimes it takes more than one try. I know you can do it. Let me refer you to the cessation quitline for assistance.,.”*
- *“I cannot see what tobacco is doing to your heart, lungs, brain and other organs, but I would like to show you some **changes in your mouth.**”*



## For the pregnant mother:

- *“My best advice for you and your baby is for you to quit smoking”*
- *“As your dental hygienist, I need you to know that quitting smoking is the most important thing you can do to protect your baby and your own health.”*

# For Youth:

- *“Did you know that most young people do not smoke? I can help you quit.”*
- *“At [smokefree.gov](http://smokefree.gov) you can **chat online with someone to help you quit.**”*
- *“Tobacco companies want you to think their products make you look healthy and exciting like the people in their ads. Actually, tobacco can make you look sick and dull—and it can cause you to have yellow teeth and fingers, bad breath and make your clothing and hair smell.”*

## **For hospitalized clients/clients:**

- *“By quitting smoking you can reduce your health problems and heal more quickly.”*

## **For heart attack clients/clients:**

- *“Quitting smoking is one of the most important things you can do to reduce your risk of a second heart attack.”*

## **For lung, head and neck cancer clients/clients:**

- *“By quitting smoking, you reduce your chances of a second cancer.”*

## **For parents of children and adolescents:**

- *“By quitting smoking, you protect your children from illnesses caused by*
- *secondhand smoke.”*

## For Health Professionals whom are former smokers:

- Determine if the tobacco user will benefit from a personal testimonial.

Use discretion and determine if the situation is appropriate.

- *“I can empathize with you. It took me several attempts at quitting before I was successful.”*
- *“I know it is difficult for you. I found it is much easier to quit with assistance.”*

# Thank You!

- RESOURCES:



- US Dept. of Health & Human Services
- National Institutes of Health
- National Cancer Institute